SOURCING SYSTEM AND METHOD Inventor: Thomas H. Slaight, et al. 1 of 41 10-00-001 Express: EL501025223US (014208.1375) "Formal Drawings"

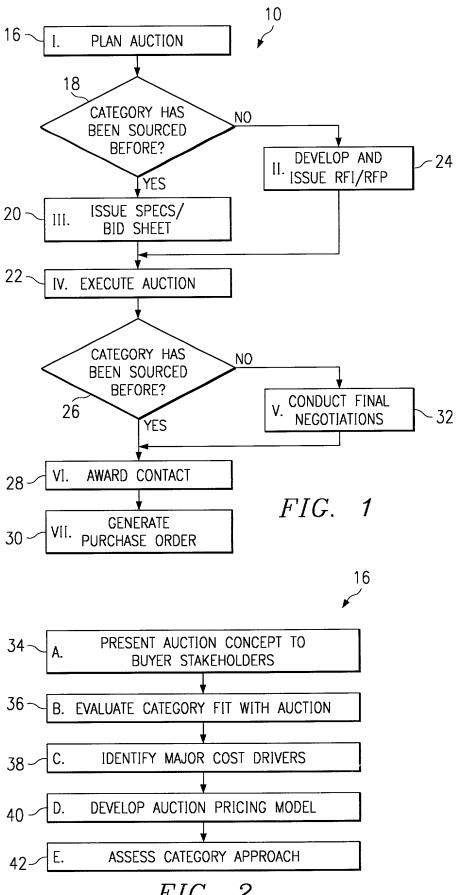
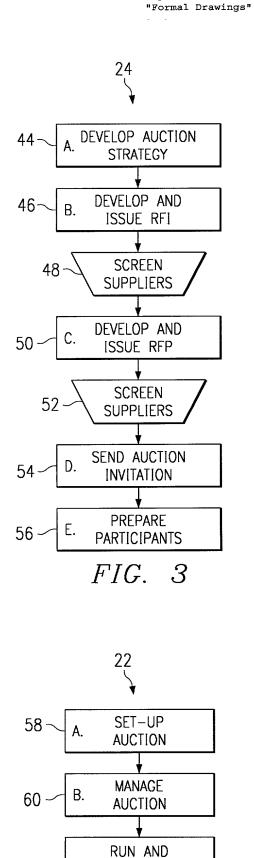


FIG. 2



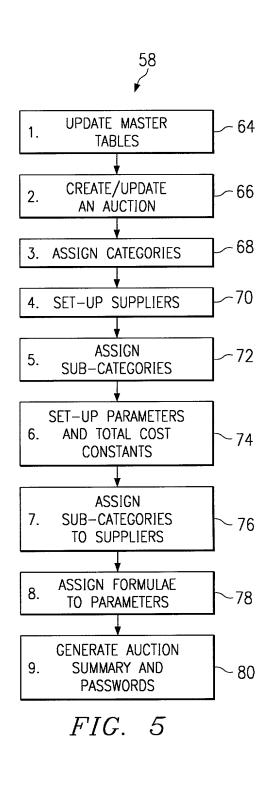
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**REPORTS** 

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"Formal Drawings" 9 FIG.-90 × <u></u> Links Upload Logo Please enter the first few letters of the item you are looking for. 4] = Create New W is Address 🛛 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Company Data ▶ Apple Computers Ariba asd ATK Test Backhaus Co Burton Co. Chen Co Chrysler Commerce One Delete Dana Flour Daniel Ford Girvan Co Goodyear Modify CAS<sup>3</sup> MANAGEMENT Copy 🗗 Binding — Microsoft Internet Explorer File Edit View Go Favorites Help Master Maintenance Total Cost Constants Manage Auction Auction Setup Sub-category Parameter ATKEARNEY Category

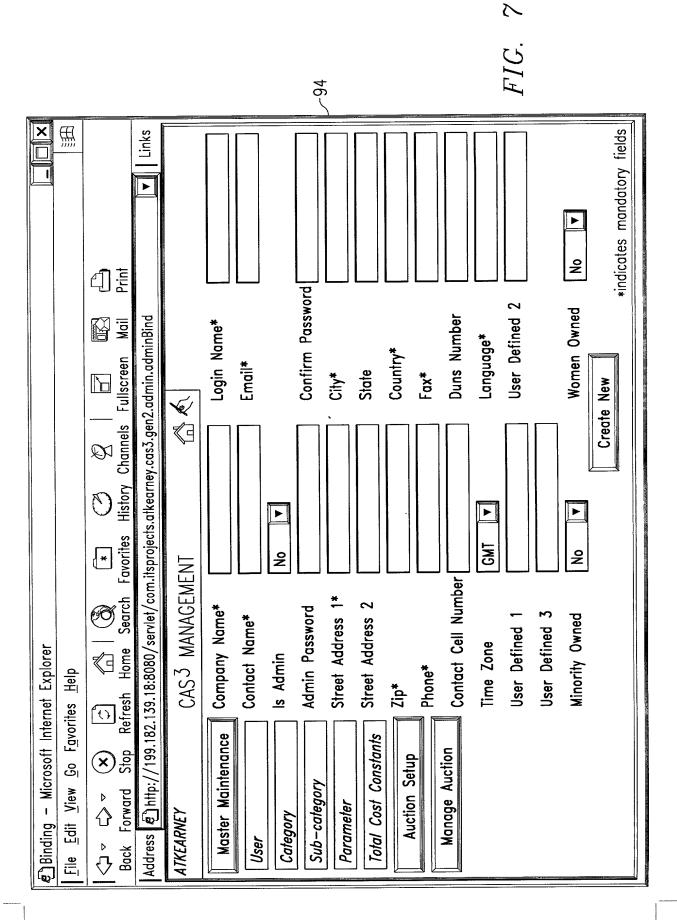
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Express: EL501025223US

Inventor: Thomas H. Slaight, et al.

3 of 41 10-00-001 (014208.1375) SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al. 4 of 41
Express: EL501025223US 10-00-001
"Formal Drawings" (014208.1375)



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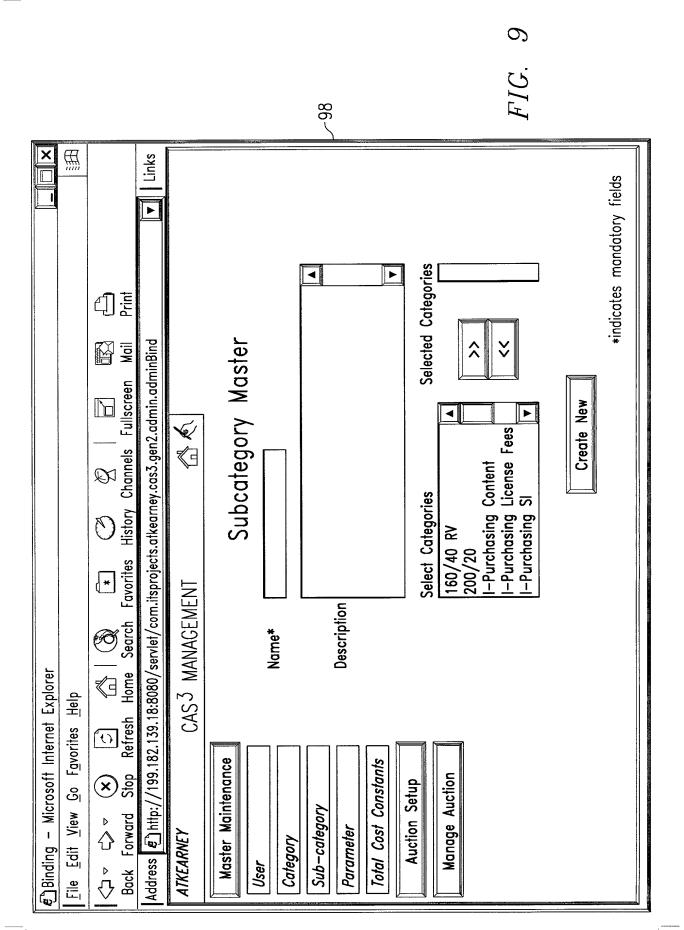
"Formal Drawings"

Inventor: Thomas H. Slaight, et al.

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Inventor: Thomas H. Slaight, et al. 6 of 41
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Inventor: Thomas H. Slaight, et al. 7 of 41
Express: EL501025223US 10-00-001
"Formal Drawings" (014208.1375)

FIG. 10  $\square$ Links \*indicates mandatory fields Pii [] Wai ii Address 🛮 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Parameter Master Create New **€**/ Name\* Chi: CAS<sup>3</sup> MANAGEMENT Binding – Microsoft Internet Explorer Go Favorites Help Master Maintenance Total Cost Constants Manage Auction **Auction Setup** Sub-category Edit View Back Forward Parameter ATKEARNEY Category User e E₁

SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al. 8 of 41
Express: EL501025223US 10-00-001
"Formal Drawings" (014208.1375)

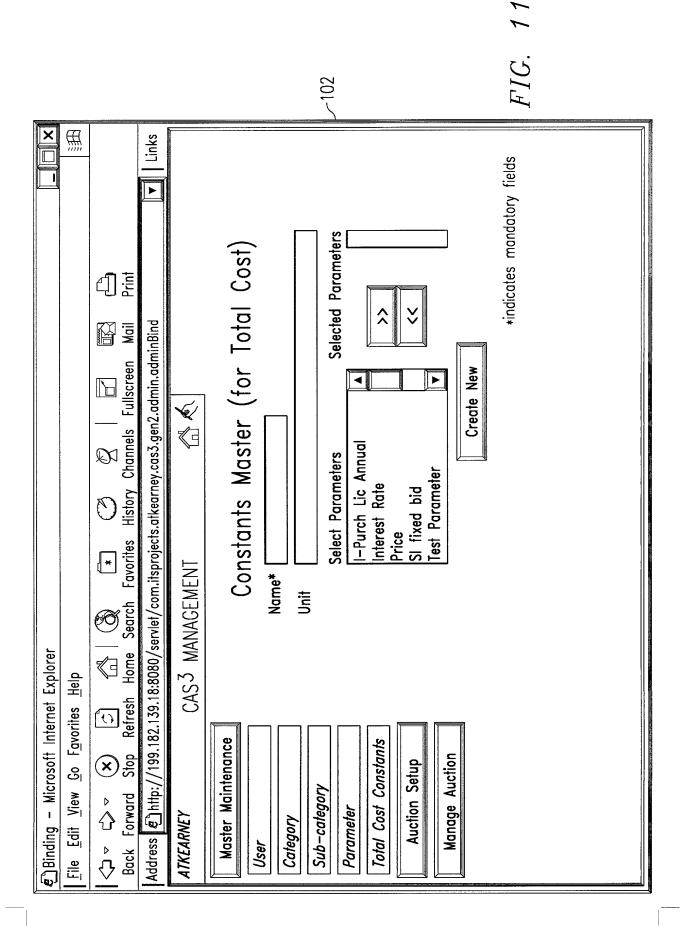


FIG. 12A -104 Links  $\mathbb{H}$ Please enter the first few letters of the item you are looking for. Pri--105 Create New Mai Address 🖟 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind △→ ⇔ × × × □ □ △ | ⊘ × × O ⊗ | □ □ Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen copyone Demo: Printer & Copier 161299 Telemarketing 12/16/99 Auction SetUp Felemarketing 12/16/99 Modify SwaroopAuction RajAuction Copy CAS<sup>3</sup> MANAGEMENT 🖻 Binding — Microsoft Internet Explorer File Edit View Go Favorites Help Assign Sub-categories Master Maintenance Define Sub-category Generate Passwords Send Auction Notice Manage Auction Auction Setup Define Parameter Define Constants Define Formulae Define Suppliers Define Category Assign Reports Define Auction ATKEARNEY

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"Formal Drawings"

Inventor: Thomas H. Slaight, et al.

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FIG. 12B 106 Links <u>;;;;</u> ◀ Re-enter Auctioneer email Mail Address || €] http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind or Create new buyer 8 Refresh Home Search Favorites History Channels Fullscreen Toll Free Number 25.0 Auction URL Greenwich Mean Time Supplier idle time (for messages) in minutes Maximum % difference from previous bid Minimum % difference from previous bid Duration of Extension (in minutes) Definition of new bid (in minutes) 12/16/1999 12/16/1999 Maximum number of extensions Auction Strategy configuration: aertert CMI) CAS<sup>3</sup> MANAGEMENT Auction Description Auctioneer email Start Date/Time End Date/Time **Auction Name** Time Zone 色 Binding — Microsoft Internet Explorer Currency View Go Favorites Help Buyer RFP# Assign Sub-categories ×\$ Master Maintenance Define Sub-category Generate Passwords Send Auction Notice Manage Auction Auction Setup Define Parameter Define Constants Define Suppliers Define Formulae Define Category Assign Reports Define Auction Back Forward  $^{\triangleright}$ ATKEARNE) File Edit

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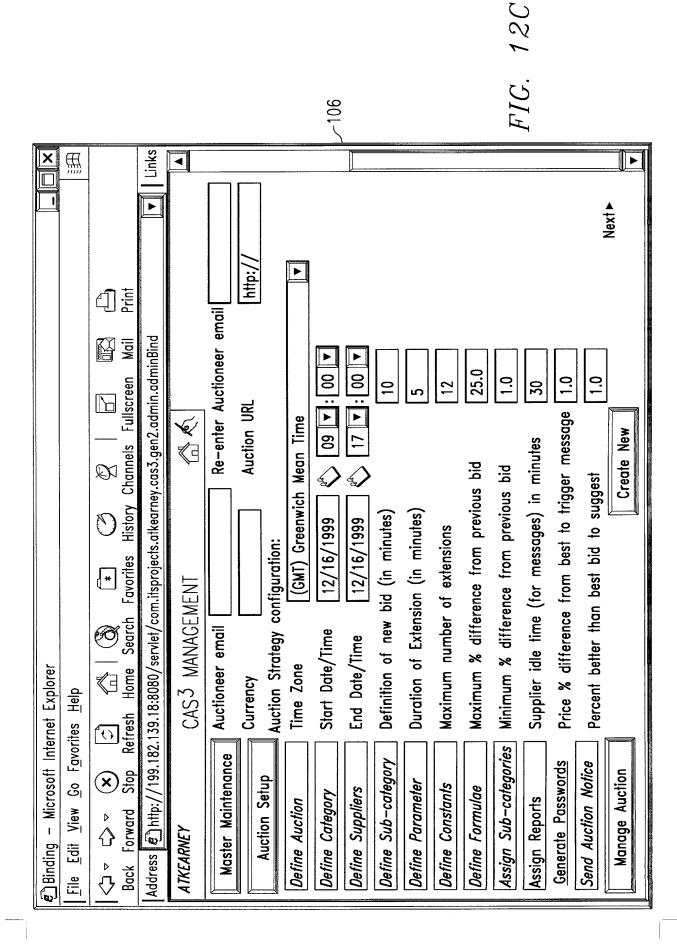
Inventor: Thomas H. Slaight, et al.

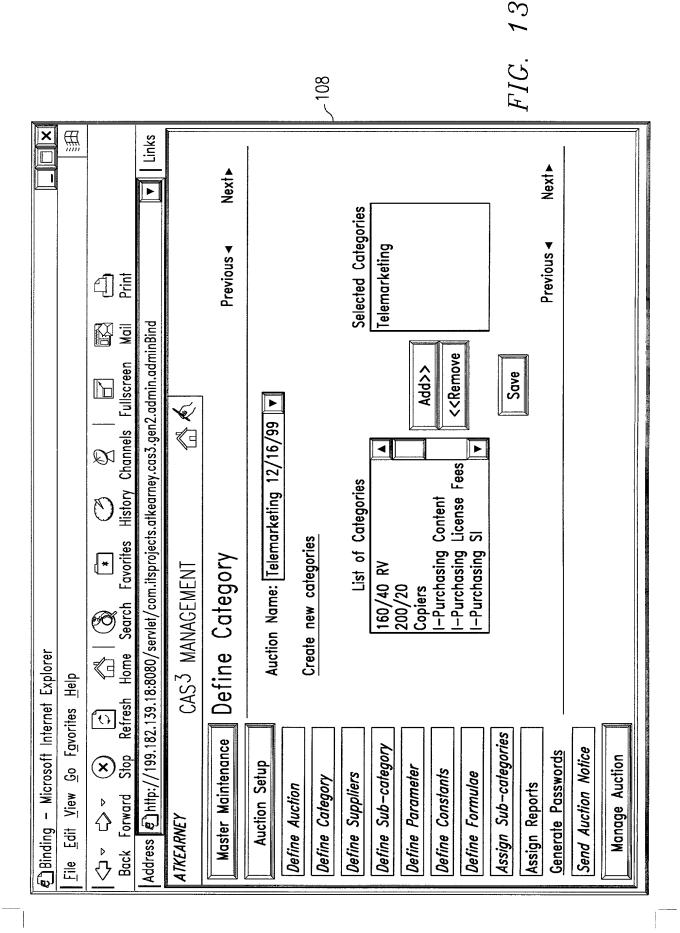
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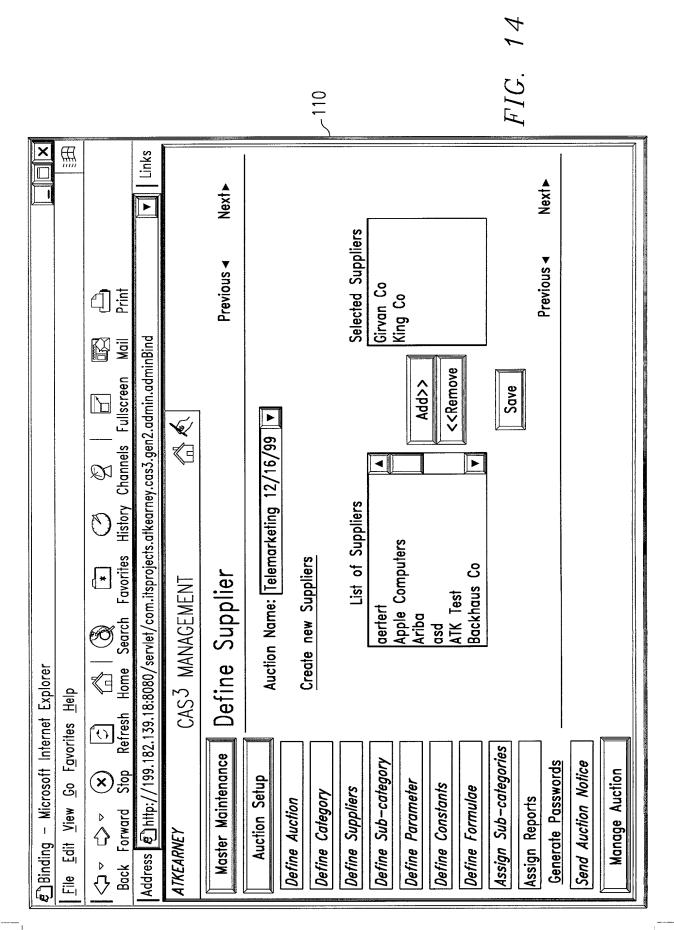
SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al. 11 of 41
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"Formal Drawings" (014208.1375)





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Inventor: Thomas H. Slaight, et al.

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SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al. 16 of 41
Express: EL501025223US 10-00-001
"Formal Drawings" (014208.1375)

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116 Links Select the constants to be used in the formulas of the parameters or Add new constants Next► Next▶ ▶ Previous **▲** Previous **▲** Value 200000.0 5000.0 **₩** Address 🗗 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Training hours-outbound Constants for Total Cost Training hours-inbound Total hours-outbound Total hours-inbound Save Auction Name: Telemarketing 12/16/99 Sub Category: Outbound sales **Telemarketing** Select Master Maintenance | Define Constants  $\sum$  $\sum$ CAS<sup>3</sup> MANAGEMENT Training Parameters: 🗗 Binding — Microsoft Internet Explorer Category: Go Favorites Help Assign Sub-categories Define Sub-category Send Auction Notice Generate Passwords Manage Auction **Auction Setup** Define Parameter Define Constants Define Formulae Define Suppliers Define Category Assign Reports Define Auction Back Forward <u>V</u>iew 4TKEARNEY 펺

SOURCING SYSTEM AND METHOD

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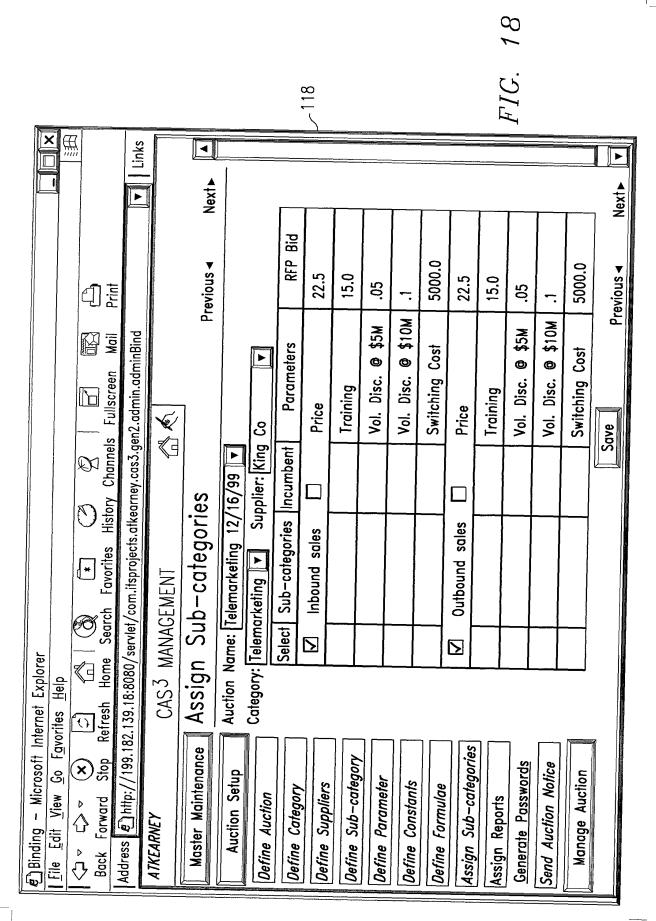
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Inventor: Thomas H. Slaight, et al.

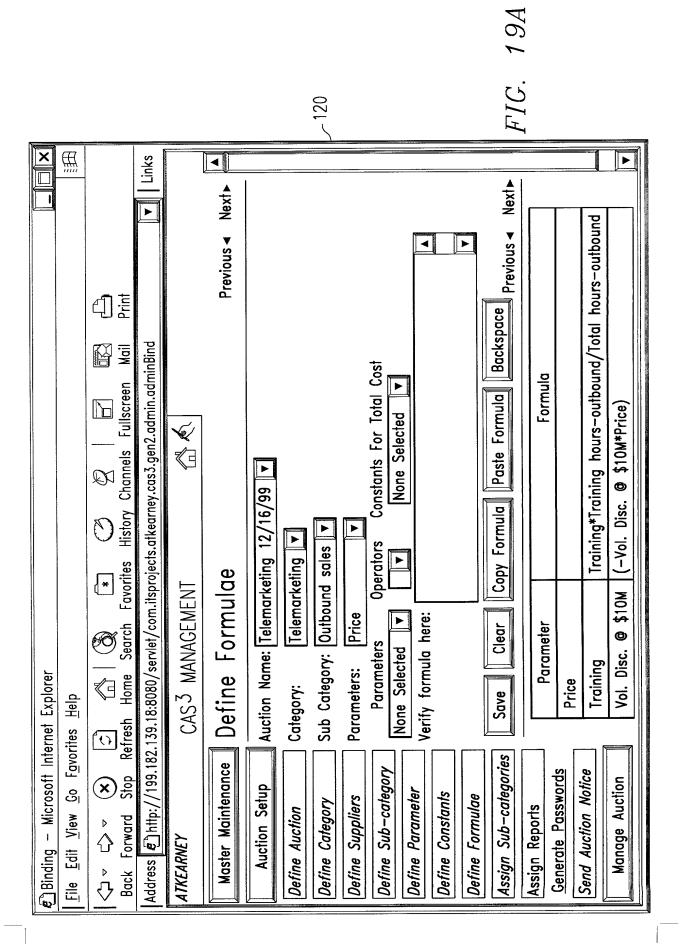
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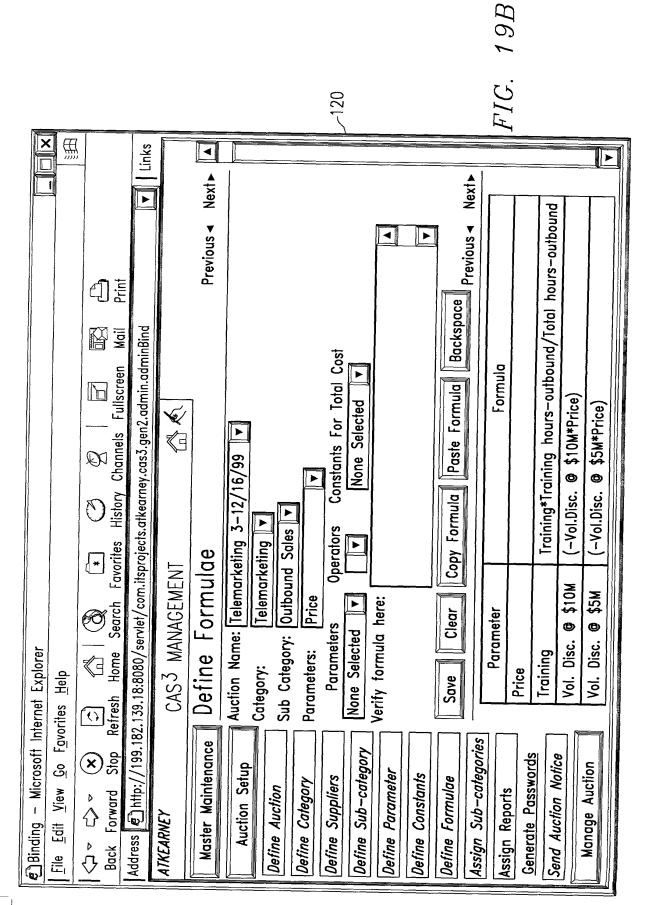


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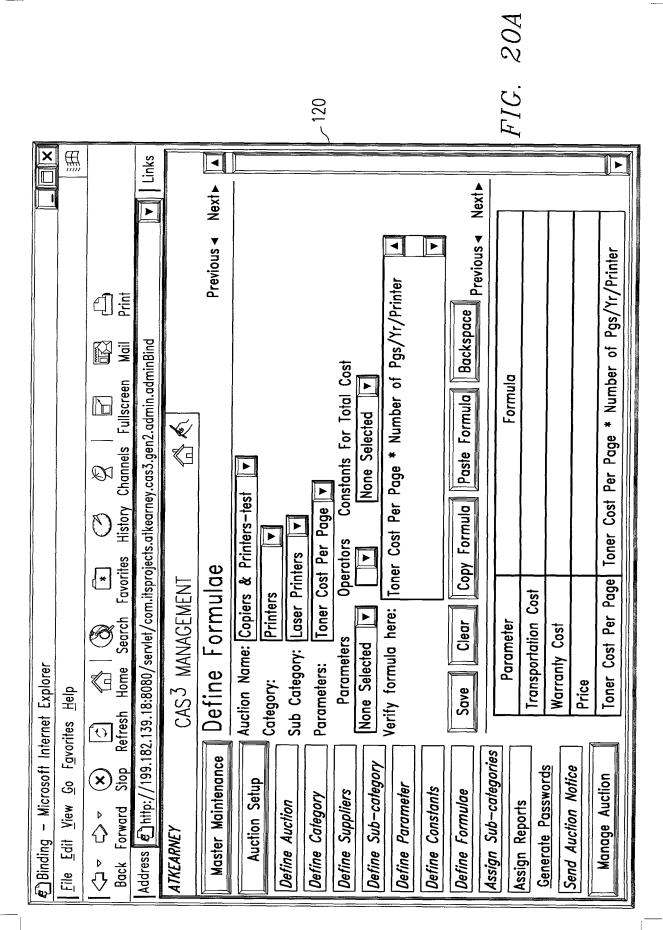
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Inventor: Thomas H. Slaight, et al. 20 of 41
Express: EL501025223US 10-00-001
"Formal Drawings" (014208.1375)



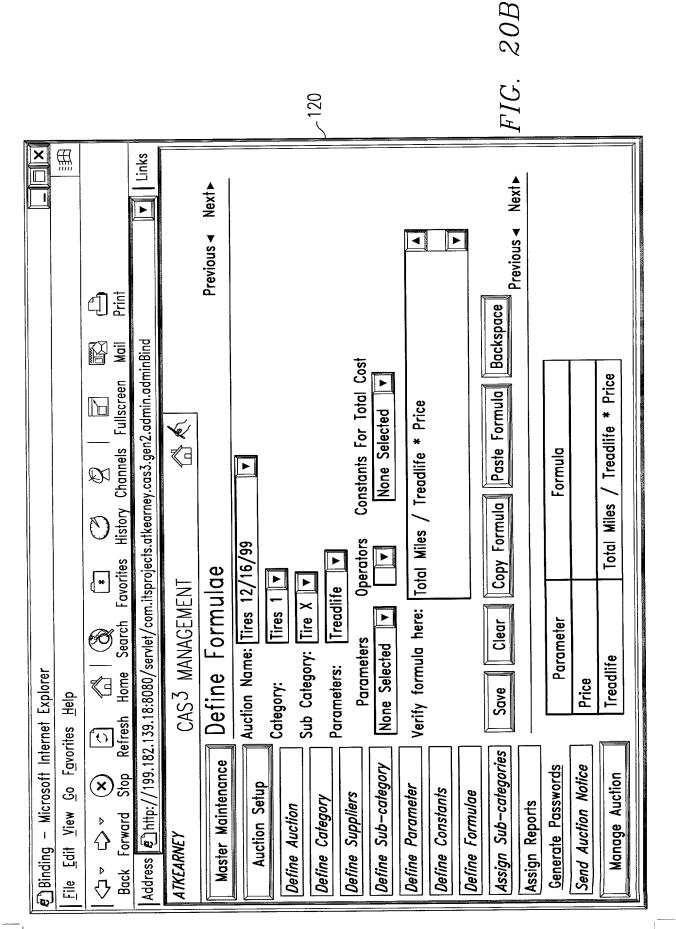
SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al.
Express: EL501025223US

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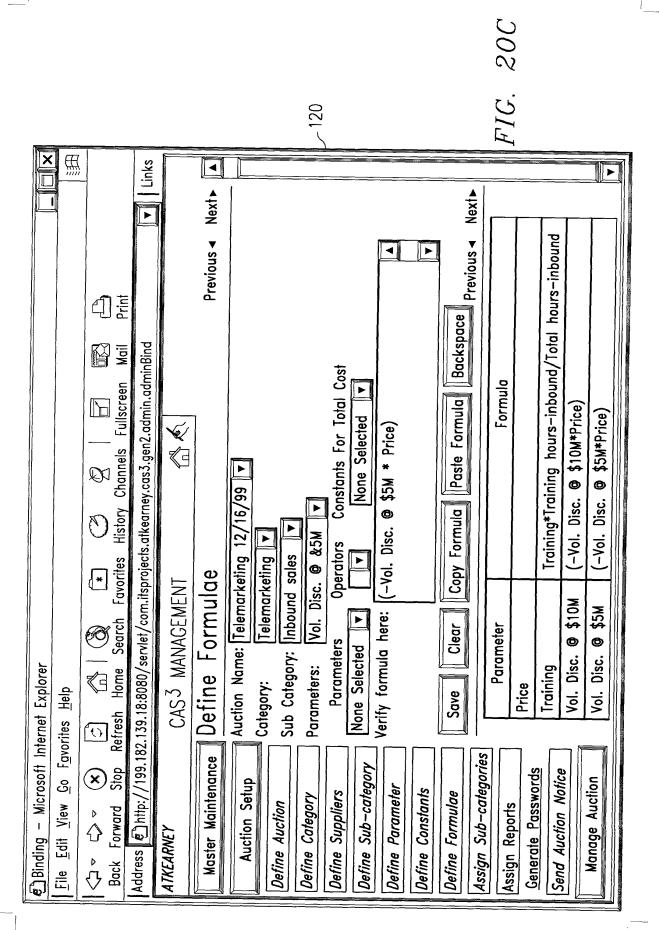
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Inventor: Thomas H. Slaight, et al. 22 of 41
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"Formal Drawings" (014208.1375)



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FIG. 21B ×  $\mathbb{H}$  $\blacktriangleright$ Links **■** Next▶ ₹ Previous ▲ ₹ View Only Select Supplier 4 Normal Mail Address 🛮 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Normal | View Only Buyer  $|\Sigma||\Sigma$  $\square \square$  $\nabla$ Subcategory Bids Percentage Change Report Percentage Savings for Overall Movement Report Best Savings Pie Charl CAS<sup>3</sup> MANAGEMENT Bids Over Time Report Savings by Supplier Module Baseline High Low **Bid Activity Report Bid History Report** Bid Counts Report Current Bid Chart Best Bids Report Bid History Plot High Low Chart Best Bid Chart Rank Report Rank Chart Microsoft Internet Explorer **GRAPHS**: Save Go Favorites Help Assign Sub-categories Master Maintenance Define Sub-category Generate Passwords Send Auction Notice Manage Auction **Auction Setup** Define Parameter Define Constants Define Formulae Define Suppliers Define Category Assign Reports Define Auction Back Forward <u>V</u>iew  $^{\triangleright}$ ATKEARNEY File Edit Binding ♦

SOURCING SYSTEM AND METHOD

Express: EL501025223US "Formal Drawings"

Inventor: Thomas H. Slaight, et al.

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FIG. 22A Links ◀ RFP No 12345 Start Time 12–16–1999 11:00 PM GMT End Time 12–18–1999 11:00 PM GMT You will log on to Auction at http://199.182.139.18:8080/servlet/com.itsprojects. atkearney.cas3.gen2.Login Previous ▲ Page(Down) 0.07[\$ per page] 0.07 0.05 0.045 |0.05[\$ per page]|0.05[\$ per page] Price(Down) Operating Cost Per Page(Down) Maint. Cost Per 15,000.00 Cost Der Page(Down) Page(Down) Cost Per page] Moint] Maint. Cost Per Page(Down) Auction Name Copiers & Printers—test Auction For Printer Co Description Copy of Demo 12/16/99, with different total cost—cf 0.25 0.015 Operating Cost Per Page(Down) Mail Address 🗗 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Copiers B&W 100 Pgs Per Minute 150.00 200.00 [\$per unit] Price(Down) | Sorter(Down) 9.500.00 | 150.00 Auction Names:|Copiers & Printers—test 9,500.00 [\$ per unit] ટું 9,400.00 14,500.00 16,000.00 9,300.00 Send Auction Notice | Category Send Auction Notice CAS<sup>3</sup> MANAGEMENT Canon(incumbent Canon(incumbent Supplier Supplier Sub Category Sub Category Microsoft Internet Explorer Help Ricoh Ricoh Go Favorites Assign Sub-categories Master Maintenance Define Sub-category **Generate Passwords** Send Auction Notice Manage Auction **Auction Setup** Define Parameter Define Constants Define Formulae Define Suppliers Define Category Assign Reports Define Auction View ATKEARNEY Ē e Binding

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FIG. 22B ×  $\iiint$ Links ◀ ▶ Auction Name Telemarketing 3–12/16/99

Description Telemarketing services

RFP No 1

Start Time 12–17–1999 01:20 AM GMT End Time 12–17–1999 04:00 AM GMT You will log on to Auction at http://199.182.139.18:8080/servlet/com.itsprojects.

atkearney.cas3.gen2.Login Previous **▲** 0.0 0.10 0.00 0.10 \$5M(Up) 0.00[%]|\$10M(Up) 0.00[%] \$5M(Up) 0.00[%]|\$10M(Up) 0.00[%] Vol. Disc. @ Vol. Disc. @ Print 0.0 0.00 0.05 Vol. Disc. @ Vol. Disc. @ Address 🖟 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Mail Search Favorites History Channels Fullscreen Price(Down) | Training(Down) | 23.50[\$/Hr] | 14.50[\$/Hr] Price(Down) | Training(Down) | 23.50[\$/Hr] | 14.50[\$/Hr] 14.50 14.50 15.00 15.00 Auction Names: Telemarketing 3-12/16/99 ▼ Ø Outbound sales Inbound sales **Telemarketing** 23.50 22.50 22.50 23.50 CAS<sup>3</sup> MANAGEMENT Girvan Co (incumbent) Girvan Co (incumbent) Send Auction Notice Send Auction Notice Supplier Supplier Sub Category Sub Category Refresh Home 🗗 Binding — Microsoft Internet Explorer King Co King Co Category File Edit View Go Favorites Assign Sub-categories Master Maintenance Słop G Define Sub-category Generate Passwords Send Auction Notice Manage Auction **Auction Setup** Define Parameter Define Constants Define Formulae Define Suppliers Define Category Define Auction Assign Reports Back Forward ATKEARNEY

SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al. 28 of 41
Express: EL501025223US 10-00-001
"Formal Drawings" (014208.1375)

FIG. 23 Links ATKEARNEY ceo dashboard a custom auction for: auction time remaining: Login Activity Logged in **4**] i= ANALYSIS 

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FIG. 23A 125  $\mathbb{H}$ Links ATKEARNEY buyers console Training\*Training hours—inbound/Total hours—inbound eSourcing from auction: Telemarketing 3–12/16/99 auction time remaining:

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SOURCING SYSTEM AND METHOD

Express: EL501025223US

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Inventor: Thomas H. Slaight, et al.

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Inventor: Thomas H. Slaight, et al. 30 of 41
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"Formal Drawings" (014208.1375)

FIG. 24 126 Links 0.0 5,000.00 Switching 150,000 bid details ATKEARNEY 96.64 | 2,898,750.00 | 2,801,250.00 Total Volume 60.38 3,554,000.00 2,146,000.00 a custom auction for: auction time remaining: Quantity 4 12/16/1999 11:00 PM **ANALYSIS** Cost [\$/Hr] Mail Address & Alpt://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind Volume 23.69 Total Refresh Home Search Favorites History Channels Fullscreen equagu auction: Telemarketing 2-12/16/99 BUYERS CONSOLE Savings Savings SHOW PASSWORD Baseline Total Cost 14.31 18.68 End Time **PERSONALIZE** Cost [\$/Hr] 19.32 23.69 Total WATCHLIST 0.00 0.10 MESSAGE CENTER
ATUS MODIFY BID © \$10M [%] 12/16/1999 04:20 PM <u>§</u> Inbound sales 0.05 0.0 **Telemarketing** CEO DASHBOARD LOGIN STATUS eSourcing from A.T. Kearney Microsoft Internet Explorer Go Favorites Help Training [\$/Hr] 14.50 15.00 HOME Price [\$/Hr] △→ (×)
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FIG. 25A 28 Ħ ┫ ▶ auction time remaining: 00003:29:26 ATKEARNEY bid details a custom auction for: 12/16/1999 11:00 PM 4] <u>F</u> Bid Big Best Bid Current Bid Enter New Refresh Home Search Favorites History Channels Fullscreen Mail Enter New Enttp://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind Place Some Bid for Category Telemarketing equaga auction: Telemarketing 2-12/16/99 22.50 15.00 0.05 Best Bid | Current Bid | 22.50 End Time PERSONALIZE 22.50 14.50 0.05 0.10 22.50 Reset eSourcing from supplier: King Co A.T. Kearney Vol. Disc @ \$10M [%] 12/16/1999 04:20 PM Vol. Disc @ \$5M [%] Submit Parameters MESSAGE CENTER Parameters Training [\$/Hr] Telemarketing Price [\$/Hr] Price [\$/Hr] €]CAS3 – Microsoft Internet Explorer Edit View Go Favorites Help ANALYSIS Outbound sales | Sub-category Inbound sales Sub-category HOME Start Time Category Sack Forward Stop Outbound sales A ▼Telemarketing Inbound sales Address

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Inventor: Thomas H. Slaight, et al.

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Express: EL501025223US (014208.1375) "Formal Drawings" FIG. 25B 28 **#** Links 4 ▶ auction time remaining: 00003:28:23 bid details ATKEARNEY a custom auction for: Bid 4] [ New Na ie Address 🖟 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind Enter Bid Current Bid 15.00 0.05 0.05 22.50 15.00 eSourcing from auction: Telemarketing 2-12/16/99
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SOURCING SYSTEM AND METHOD

Inventor: Thomas H. Slaight, et al.

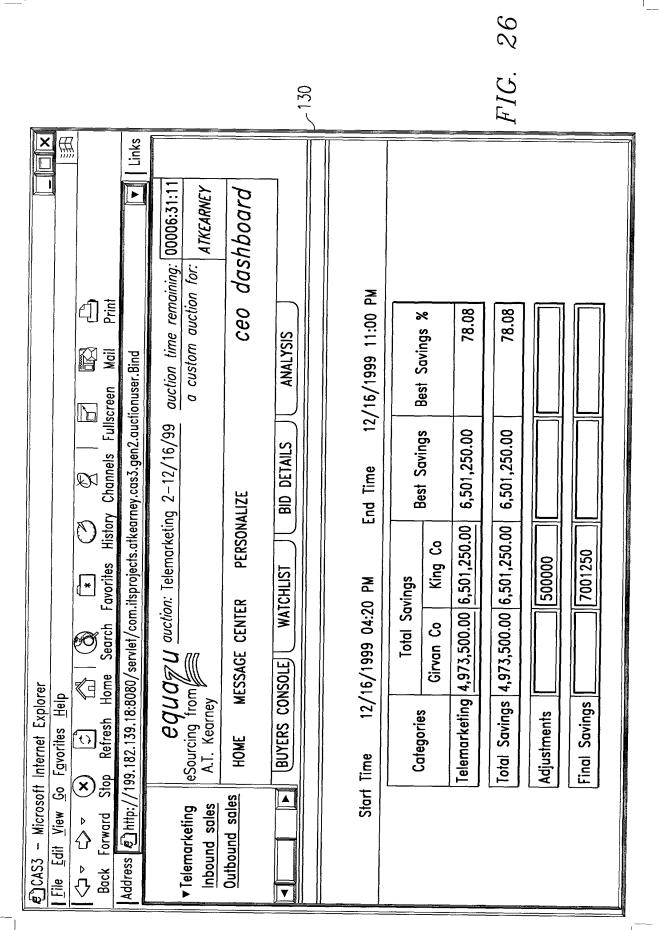
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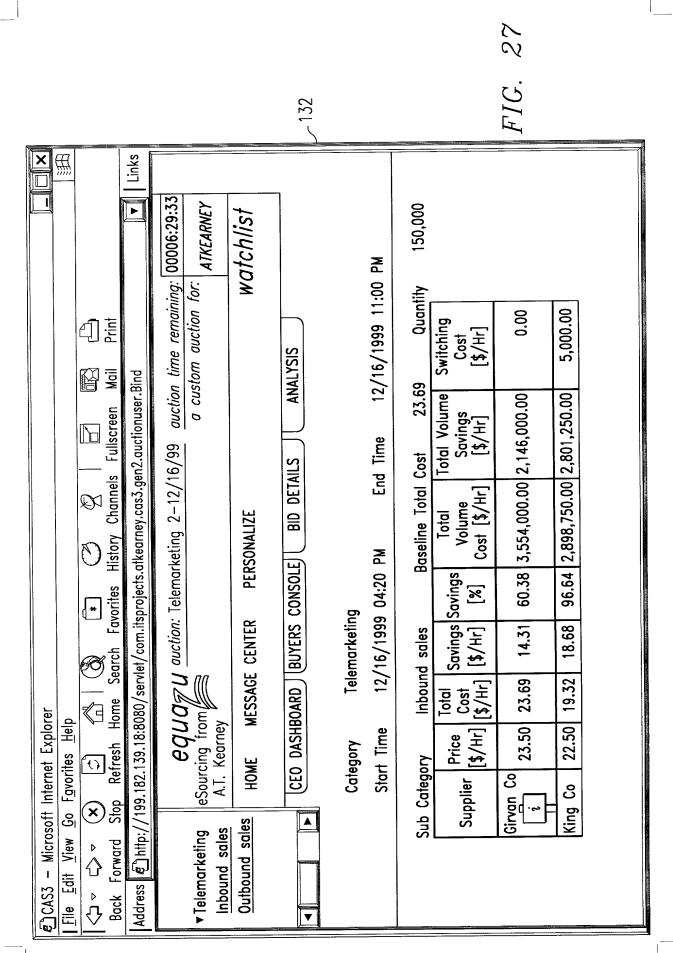
SOURCING SYSTEM AND METHOD Inventor: Thomas H. Slaight, et al. Express: EL501025223US "Formal Drawings"

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SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al.
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34 of 41 10-00-001 (014208.1375)



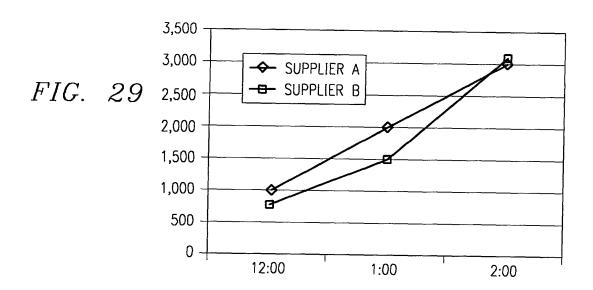
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Inventor: Thomas H. Slaight, et al. 35 of 41
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"Formal Drawings" (014208.1375)

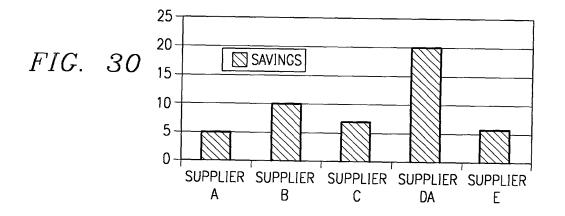
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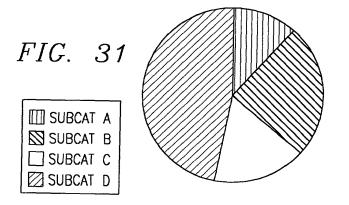
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"Formal Drawings"





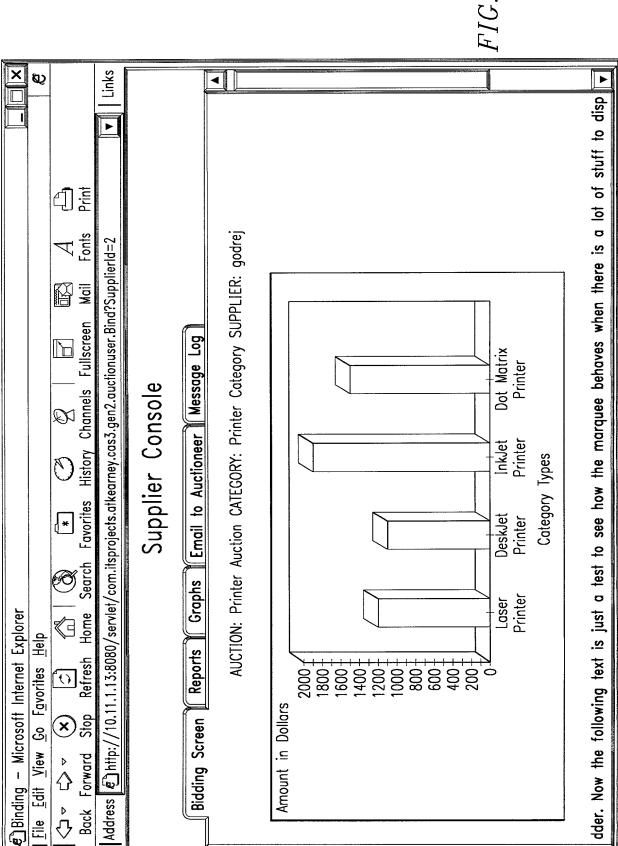


Inventor: Thomas H. Slaight, et al EL501025223US Express:

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FIG. 32



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FIG. 33 Links Ø ◀ |  $\blacktriangleright$ Lower your bid by \$100 to become the lowest bidder. Now the following text is just a test to se ▶ ☐ Best Bid AFonts AUCTION: Printer Auction CATEGORY: Printer Category SUPPLIER: godrej Address | €] http://10.11.1.13:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind?Supplierld=2 Search Favorites History Channels Fullscreen Message Log Dot Matrix Printer Supplier Console Email to Auctioneer InkJet Printer Category Types DeskJet Printer Graphs Laser Printer Refresh Home €]Binding — Microsoft Internet Explorer File Edit View Go Favorites Help Reports 2000 1800 1000 1000 200 200 1000 1000 Amount in Dollars **⊗** § Bidding Screen Back Forward

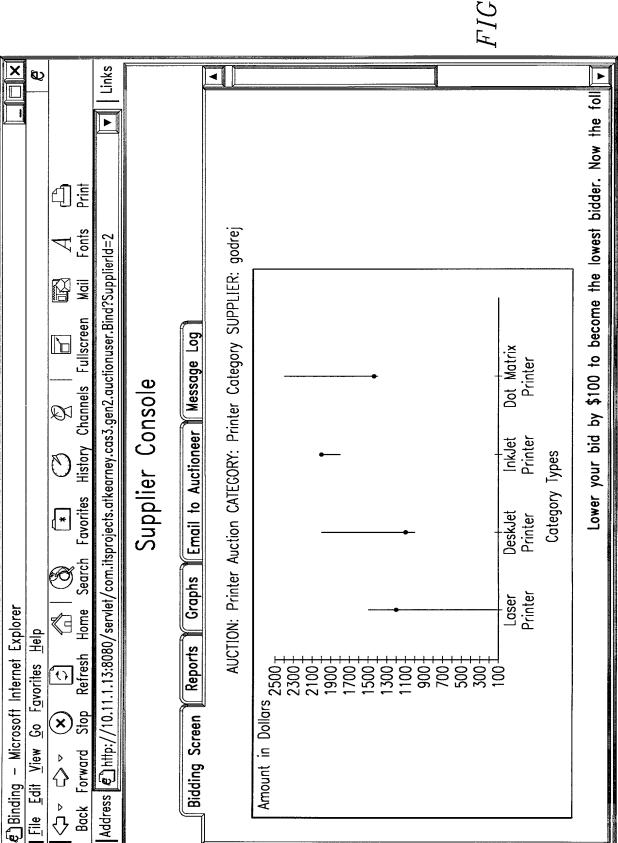
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FIG. 34



Inventor: Thomas H. Slaight, et al. Express: EL501025223US

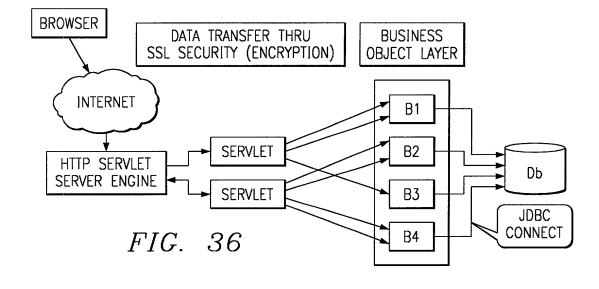
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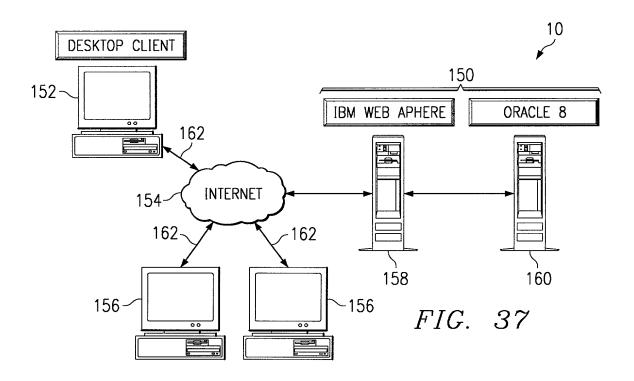
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FIG. 35 × Links Ø ◀ ▶ 4 AFonts AUCTION: Printer Auction CATEGORY: Printer Category SUPPLIER: godrej Address | €] http://10.11.1.13:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind?SupplierId=2 ₩ W Search Favorites History Channels Fullscreen Email to Auctioneer Message Log Dot Matrix Supplier Console InkJet Printer Category Types DeskJet Printer Graphs Laser Printer Home stuff to display. So hang in there... @Binding — Microsoft Internet Explorer File Edit View Go Favorites Help Reports | Refresh 2 Amount in Dollars **×** % Bidding Screen Back Forward

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